

Message Text

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ORIGIN CU-03

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW IMMEDIATE

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E.O. 11652: N/A DECON 12/31/75

TAGS: OEXC, UR

SUBJECT: EXCHANGES:CULTURAL PRESENTATIONS (CU/ARTS):
DRAMA GROUP FOR 1975

REF: A) MOSCOW 4804

1. FOR 39-MEMBER COMPANY WHICH REQUIRED FOR TWO PLAYS NOW
BEING OFFERED TO SOVS TOTAL WEEKLY SALARY COSTS ESTIMATED
AT DOLS 17,561. AS A.C.T OFFERING SEVEN PERFORMANCES
WEEKLY, EMB MAY WISH WORK OUT ACCEPTABLE PER PERFORMANCE FEE
WITHIN RANGE OF DOLS 2508. (DOLS 1254/1254R) AS TOP
NEGOTIATING FEE TO NOT LESS THAN DOLS 700/700R. WE EXPECT
EMB GET BEST POSSIBLE FEE WITHIN THIS RANGE.

2. FYI. IT QUITE LIKELY GOSK WILL DRAW COMPARISON BE-
TWEEN ABOVE-MENTIONED FIGURES AND PER PERFORMANCE FEE PAY-
MENT FOR ARENA. HOWEVER, AS EMB ALREADY AWARE, A.C.T. IS
MORE EXPENSIVE THEATER REPERTORY COMPANY THAN ARENA. DEPT
NOT PREPARED AT PRESENT TIME TO CONSIDER DROP DOWN TO
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ARENA'S PER PERFORMANCE FEE OF DOLS 600/600R WHICH ACCEPTED

BY DEPT ONLY AFTER CERTAIN CONCESSIONS MADE BY GOSK. KISSINGER

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